

# Rachel Ta Croson

## List of Publications by Year in descending order

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84  
papers

13,896  
citations

47006

47  
h-index

74163

75  
g-index

89  
all docs

89  
docs citations

89  
times ranked

8010  
citing authors

#	ARTICLE	IF	CITATIONS
1	Gender Differences in Preferences. <i>Journal of Economic Literature</i> , 2009, 47, 448-474.	6.5	3,932
2	The Method of Experimental Economics. <i>International Negotiation</i> , 2005, 10, 131-148.	0.5	893
3	A Field Experiment in Charitable Contribution: The Impact of Social Information on the Voluntary Provision of Public Goods. <i>Economic Journal</i> , 2009, 119, 1422-1439.	3.6	543
4	Gender and Culture: International Experimental Evidence from Trust Games. <i>American Economic Review</i> , 1999, 89, 386-391.	8.5	473
5	Behavioral Causes of the Bullwhip Effect and the Observed Value of Inventory Information. <i>Management Science</i> , 2006, 52, 323-336.	4.1	438
6	Trust and gender: An examination of behavior and beliefs in the Investment Game. <i>Journal of Economic Behavior and Organization</i> , 2008, 68, 466-476.	2.0	427
7	Swift Neighbors and Persistent Strangers: A Cross-Cultural Investigation of Trust and Reciprocity in Social Exchange. <i>American Journal of Sociology</i> , 2002, 108, 168-206.	0.5	361
8	Deception and Retribution in Repeated Ultimatum Bargaining. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 83, 235-259.	2.5	318
9	THEORIES OF COMMITMENT, ALTRUISM AND RECIPROCITY: EVIDENCE FROM LINEAR PUBLIC GOODS GAMES. <i>Economic Inquiry</i> , 2007, 45, 199-216.	1.8	306
10	The Gambler's Fallacy and the Hot Hand: Empirical Data from Casinos. <i>Journal of Risk and Uncertainty</i> , 2005, 30, 195-209.	1.5	268
11	Let's get personal: An international examination of the influence of communication, culture and social distance on other regarding preferences. <i>Journal of Economic Behavior and Organization</i> , 2006, 60, 373-398.	2.0	266
12	Bodies of Knowledge for Research in Behavioral Operations. <i>Production and Operations Management</i> , 2010, 19, 434-452.	3.8	247
13	Overconfidence in Newsvendor Orders: An Experimental Study. <i>Management Science</i> , 2013, 59, 2502-2517.	4.1	220
14	IMPACT OF POS DATA SHARING ON SUPPLY CHAIN MANAGEMENT: AN EXPERIMENTAL STUDY. <i>Production and Operations Management</i> , 2003, 12, 1-11.	3.8	218
15	The impact of downward social information on contribution decisions. <i>Experimental Economics</i> , 2008, 11, 221-233.	2.1	216
16	Partners and strangers revisited. <i>Economics Letters</i> , 1996, 53, 25-32.	1.9	215
17	Income and wealth heterogeneity in the voluntary provision of linear public goods. <i>Journal of Public Economics</i> , 2006, 90, 935-955.	4.3	198
18	Cheap talk in bargaining experiments: lying and threats in ultimatum games. <i>Journal of Economic Behavior and Organization</i> , 2003, 51, 143-159.	2.0	192

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19	Information in ultimatum games: An experimental study. <i>Journal of Economic Behavior and Organization</i> , 1996, 30, 197-212.	2.0	190
20	The Disjunction Effect and Reason-Based Choice in Games. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 80, 118-133.	2.5	179
21	CURTAILING DECEPTION: THE IMPACT OF DIRECT QUESTIONS ON LIES AND OMISSIONS. <i>International Journal of Conflict Management</i> , 1999, 10, 225-248.	1.9	177
22	Thinking like a game theorist: factors affecting the frequency of equilibrium play. <i>Journal of Economic Behavior and Organization</i> , 2000, 41, 299-314.	2.0	174
23	Behavioral operations: The state of the field. <i>Journal of Operations Management</i> , 2013, 31, 1-5.	5.2	167
24	Identity Congruency Effects on Donations. <i>Journal of Marketing Research</i> , 2008, 45, 351-361.	4.8	160
25	Alternative rebate rules in the provision of a threshold public good: An experimental investigation. <i>Journal of Public Economics</i> , 1998, 67, 195-220.	4.3	159
26	Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock. <i>Production and Operations Management</i> , 2014, 23, 176-196.	3.8	159
27	Chapter 82 Partners versus Strangers: Random Rematching in Public Goods Experiments. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 776-783.	0.2	140
28	The boundaries of trust: own and others' actions in the US and China. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 485-504.	2.0	133
29	Can Mentoring Help Female Assistant Professors? Interim Results from a Randomized Trial. <i>American Economic Review</i> , 2010, 100, 348-352.	8.5	132
30	Step Returns in Threshold Public Goods: A Meta- and Experimental Analysis. <i>Experimental Economics</i> , 2000, 2, 239-259.	2.1	129
31	Behavioral Environmental Economics: Promises and Challenges. <i>Environmental and Resource Economics</i> , 2014, 58, 335-351.	3.2	118
32	Upstream versus downstream information and its impact on the bullwhip effect. <i>System Dynamics Review</i> , 2005, 21, 249-260.	1.9	117
33	Reciprocity, matching and conditional cooperation in two public goods games. <i>Economics Letters</i> , 2005, 87, 95-101.	1.9	98
34	Experimental Economics and Supply-Chain Management. <i>Interfaces</i> , 2002, 32, 74-82.	1.5	92
35	Look at Me When You Say That: An Electronic Negotiation Simulation. <i>Simulation and Gaming</i> , 1999, 30, 23-37.	1.9	91
36	When Do Fair Beliefs Influence Bargaining Behavior? Experimental Bargaining in Japan and the United States. <i>Journal of Consumer Research</i> , 2004, 31, 181-190.	5.1	91

#	ARTICLE	IF	CITATIONS
37	Keeping up with the Joneses: The relationship of perceived descriptive social norms, social information, and charitable giving. <i>Nonprofit Management and Leadership</i> , 2009, 19, 467-489.	2.5	89
38	Using experiments in corporate strategy research. <i>European Management Review</i> , 2007, 4, 173-181.	3.7	88
39	The science of experimental economics. <i>Journal of Economic Behavior and Organization</i> , 2010, 73, 122-131.	2.0	84
40	The impact of information from similar or different advisors on judgment. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 108, 287-302.	2.5	78
41	The effect of incomplete information in a threshold public goods experiment. <i>Public Choice</i> , 1999, 99, 103-118.	1.7	75
42	The role of incentives and communication in strategic alliances: an experimental investigation. <i>Strategic Management Journal</i> , 2010, 31, 413-437.	7.3	73
43	Identifiability of Individual Contributions in a Threshold Public Goods Experiment. <i>Journal of Mathematical Psychology</i> , 1998, 42, 167-190.	1.8	59
44	Social preferences and moral biases. <i>Journal of Economic Behavior and Organization</i> , 2009, 69, 201-212.	2.0	59
45	The giving type: Identifying donors. <i>Journal of Public Economics</i> , 2011, 95, 428-435.	4.3	58
46	SEEING AND BELIEVING: VISUAL ACCESS AND THE STRATEGIC USE OF DECEPTION. <i>International Journal of Conflict Management</i> , 2002, 13, 258-375.	1.9	56
47	Experiments in Islamic microfinance. <i>Journal of Economic Behavior and Organization</i> , 2013, 95, 252-269.	2.0	53
48	Spillovers across organizational architectures: The role of prior resource allocation and communication in post-acquisition coordination outcomes. <i>Strategic Management Journal</i> , 2012, 33, 710-733.	7.3	50
49	The overconfident newsvendor. <i>Journal of the Operational Research Society</i> , 2017, 68, 496-506.	3.4	48
50	Simple Models of Discrete Choice and Their Performance in Bandit Experiments. <i>Manufacturing and Service Operations Management</i> , 2007, 9, 383-408.	3.7	47
51	Feedback in voluntary contribution mechanisms: An experiment in team production. <i>Research in Experimental Economics</i> , 0, , 85-97.	0.2	45
52	Groups Work for Women: Gender and Group Identity in Social Dilemmas. <i>Negotiation Journal</i> , 2008, 24, 411-427.	0.5	44
53	Excludability: A laboratory study on forced ranking in team production. <i>Journal of Economic Behavior and Organization</i> , 2015, 114, 13-26.	2.0	44
54	One bad apple? Heterogeneity and information in public good provision. <i>Experimental Economics</i> , 2015, 18, 116-135.	2.1	42

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55	Rent-Seeking for a Risky Rent. <i>Journal of Theoretical Politics</i> , 2005, 17, 403-429.	0.4	38
56	The Impact of Social Comparisons on Nonprofit Fund Raising. <i>Research in Experimental Economics</i> , 0, , 143-156.	0.2	37
57	Step return versus net reward in the voluntary provision of a threshold public good: An adversarial collaboration. <i>Public Choice</i> , 2008, 135, 277-289.	1.7	37
58	The differential impact of social norms cues on charitable contributions. <i>Journal of Economic Behavior and Organization</i> , 2016, 128, 149-158.	2.0	35
59	Experimental results on bargaining under alternatives property rights regimes. <i>Journal of Law, Economics, and Organization</i> , 2000, 16, 50-73.	1.5	34
60	LIMITS OF THE EFFECT OF SOCIAL INFORMATION ON THE VOLUNTARY PROVISION OF PUBLIC GOODS: EVIDENCE FROM FIELD EXPERIMENTS. <i>Economic Inquiry</i> , 2013, 51, 473-477.	1.8	32
61	Gain and Loss Ultimatums. <i>Advances in Applied Microeconomics</i> , 0, , 1-23.	0.3	29
62	The Stability of Social Preferences in a Low-income Neighborhood. <i>Southern Economic Journal</i> , 2012, 79, 15-45.	2.1	29
63	Equity stakes and exit: An experimental approach to decomposing exit delay. <i>Strategic Management Journal</i> , 2017, 38, 278-299.	7.3	29
64	Terrorism experiments. <i>Journal of Peace Research</i> , 2011, 48, 373-382.	2.9	28
65	Introduction to the Special Issue on Behavioral Operations. <i>Manufacturing and Service Operations Management</i> , 2008, 10, 563-565.	3.7	26
66	Poker Superstars: Skill or Luck?. <i>Chance</i> , 2008, 21, 25-28.	0.2	26
67	Social capital and public goods. <i>Journal of Socio-Economics</i> , 2010, 39, 474-481.	1.0	23
68	Does Disputing Through Agents Enhance Cooperation? Experimental Evidence. <i>Journal of Legal Studies</i> , 1997, 26, 331-345.	0.4	18
69	Experimental Law and Economics. <i>Annual Review of Law and Social Science</i> , 2009, 5, 25-44.	1.3	18
70	Identity and social exclusion: an experiment with Hispanic immigrants in the U.S.. <i>Experimental Economics</i> , 2017, 20, 460-480.	2.1	18
71	Using Suggested Contributions in Fundraising for Public Good. <i>Nonprofit Management and Leadership</i> , 1999, 9, 369-384.	2.5	11
72	Counterterrorism strategies in the lab. <i>Public Choice</i> , 2011, 149, 465-478.	1.7	9

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73	Solidarity among the poor. <i>Economics Letters</i> , 2014, 123, 144-148.	1.9	7
74	Mergers and Acquisitions: An Experimental Analysis of Synergies, Externalities and Dynamics. <i>Review of Finance</i> , 2004, 8, 481-514.	6.3	5
75	Chapter 83 Differentiating Altruism and Reciprocity. <i>Handbook of Experimental Economics Results</i> , 2008, , 784-791.	0.2	4
76	Supply Chain Management: A Teaching Experiment. , 2005, , 285-296.		3
77	Local Residential Sorting and Public Goods Provision: A Classroom Demonstration. <i>Journal of Economic Education</i> , 2005, 36, 332-341.	1.3	3
78	An experimental comparison of incentive contracts in partnerships. <i>Journal of Economic Psychology</i> , 2013, 34, 78-87.	2.2	3
79	Can Mentoring Help Female Assistant Professors? Interim Results from a Randomized Trial. , 2012, , 370-378.		2
80	Managerial Incentives and Competition. , 2005, , 171-184.		1
81	Public Goods Experiments. , 0, , .		1
82	The Foundations of Positive and Normative Economics: A Handbook. Andrew Caplin and Andrew Schotter, eds. Oxford University Press, 2008, ISBN 978-0-19-532831-8, 416 pages.. <i>Journal of Pension Economics and Finance</i> , 2011, 10, 152-153.	0.9	0
83	Experimentally Testing Game Theory. <i>Profiles in Operations Research</i> , 2014, , 307-321.	0.4	0
84	Equity Stakes and Exit: An Experimental Approach to Decomposing Exit Delay. <i>Proceedings - Academy of Management</i> , 2014, 2014, 16714.	0.1	0